231 bother to raise them; as a result the number of horses has decreased, and this country, formerly renowned for its mounts, may have none in a not too distant future.

Unfortunately, horses do not thrive in every part of the country; Ouagadougou is particularly deadly for them, although, to my knowledge, the true reason for this insalubrity has not yet been found. The natives attribute it to the water, and there is no doubt that horses watered at the wells are in better health than those watered at the streams; it is also true that horses thrive in areas only a few kilometers [136] from Ouagadougou. Europeans tend to attribute this mortality to the tsetse fly. The two opinions are easy to reconcile, for, on the one hand, tsetse flies prefer damp places, and, on the other hand, the [312] Ouagadougou wells contain salt of magnesium which purges the horses and thus checks the disease.

231 The Peul own fine herds of bovines, some rather small and without 563 humps (small cattle), others large and humped (zebu). Traders also 437 use the zebu as a beast of burden. Much of this cattle belongs to the Mossi who seldom tend their own herds but prefer to entrust them to the Peul shepherds who keep the milk in payment. An adult cow yields from two to four liters a day during the good season. The guardians, however, know how to make the best of this near slavery. When an animal dies it is never one of theirs, and if the owner of the herd /a Mossi/ dies without telling his heirs where his cattle is to be found and how many head he owns, the Peul carefully refrain from disclosing the herd entrusted to them. In former days they were slightly more conscientious because they feared retaliation, but now they bless the French occupation.

231 The herds are sometimes decimated by an epizootic disease, as happened in 1910 and 1911 when the Koupéla area was ravaged by what must have been the bovine plague or peripneumonia. The cows would cough, entirely lose their appetites, and die within a few days.

The Mossi also raise bees. The hives are made of straw or flexible sticks and placed in the trees; sometimes swarms of bees also settle in the hollow trunks of baobabs. The honey is gathered at the end and at the beginning of the winter season; the hive is smoked out and [273] the bees destroyed. Honey is used primarily to make bésé, a kind of hydromel which the Moslem Yarsé, Peul, and Haoussa like very much, and which they are allowed to drink in spite of its fermentation; [237 306] whereas, in principle, millet beer is forbidden to them. The wax is sold to the jewelry-makers who use it to make bracelets by the lost wax process.

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long been famous. The former are sometimes ridden but are used primarily as beasts of burden. Horses were and are still important for military and ceremonial purposes and for external trade to other areas.

The Mossi have never excelled in metalworking. The people in the northern part of the country have worked indigenous ores since aboriginal times. Those in the south get iron mainly from traders and caravans. The other metals which the Mossi smiths manufacture into tools and ornaments are also obtained from traders.

TRADE IN HISTORICAL TIMES

The geographic position of Mossi country has much to do with its being an important trade and market center. The country itself has always produced grain, cotton and livestock for export. And for several centuries caravans have passed through this region carrying Sudanese and Saharan products to the forest zones to the south, and carrying forest products back to the arid north. The beginning of this trade is lost in the dim past, but it safe to say that it developed shortly after or along with the founding of Timbuktu about 1100 A.D. The Mossi themselves were not definitely linked to this important *entrepot* until they raided it in 1328, but we can assume that they had been trading there for some time before that event took place. Similarly, we have no record of when the Mossi began trading with the forest zones, but we can also assume that this trade began around the same period or even before.

Our first evidence of Mossi trade and commerce comes from Europeans who were themselves interested in conducting their own trading activities with the peoples in the Bend of the Niger. Bowditch, an Englishman who had journeyed to Ashanti to sign a treaty facilitating the reopening of a profitable trade with the coast, wangled the first important piece of information about the Mossi from his reluctant hosts:

> Five journies from Yngwa is Mosee, a more warlike but less visited kingdom: it consists of many states, but the superior monarch is named Billa, and the capital Kookoopella. I place it to the N.W. because its merchants pass by Yngwa; they do not cross the Karhalla [White Volta] nor any river which is not fordable. (Bowditch 1819 : 180)

This information is not strictly correct since Koupela was not the capital of any of the Mossi kingdoms, but Bowditch's informant had probably heard of Koupela because it was the largest political entity near the large caravan center at Pouitenga.

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175 437 Dupuis, who replaced Bowditch in Kumasi in 1817, obtained surprisingly good data on trade relations between the Ashanti and the Mossi, considering the reluctance of the middlemen traders to furnish any help in this matter. He discovered that Ashanti traders

[103] . . . sometimes travel as far as Aughoa, the Magho, and to the east of Kasogho. Aughoa is distant from Coomassie twenty-five journies by the Salgha and Yandy Roads, which would give a distance of three hundred that vegetable substance . . . by the name of Shea butter. (Dupuis 1824 : App. cvii)[1]

The Hausa merchants and caravaneers knew a great deal about the Mossi and their resources, but it was only with great difficulty that Clapperton persuaded Sultan Mohammed Bello of Sokoto to give him the following information:

[101] The country of Mouchier or Mouchi is situated to the west of Ghurma. It is vast and possesses a gold mine, rivers, forests and mountains. It is inhabited by tribes of the Sudan who possess many fast horses, and large donkeys. Their king is called Wagadougou; their asses are sent down to the Gondja to carry the drums of the army. (Clapperton 1829 : 323)

It is obvious that either Clapperton or his informant confused the capital of the Mossi with their king, and included parts of Ghana in [23] their territory. Nevertheless, one does get an indication of the importance of livestock in Mossi trading.

The great bulk of the trade between the Mossi and their neighbors to the north and to the south was done through the medium of 175 caravans which crisscrossed their territory. The first person to signal 437 the existence of these caravans was Barth (1859 : III, 646–648) who, 487 although he did not enter Mossi country during his extensive travels in the Sudan from 1849 to 1855, reported the existence of several caravan routes which traversed the Mossi from the desert to the [103] forest. The first route he described proceeded from "Kirotashi, a town on the east side of the Niger, one day south of Say, to Woghodogho." [366] Ten days out of Kirotashi caravans usually reached Tengkodogo, and on the thirteenth day they arrived at Koupela which according to

(1) The Aughoa referred to here is really "Wagha," the term often used by the Mossi [63] when talking about their capital, Waghadougou. Magho is really "Mogho" the name of Mossi country itself, and Kasoagho is the name of a province of Wagadougou commanded by a minister of the Moro Naba, the Kasoagho Naba. Dupuis' report on the actual distance between Kumasis and Waghadougou is almost the same mileage as that [366] of today. Koelle (1854 : 6) received a report from a slave liberated in Sierra Leone in [642] 1854 that the great Mossi trading center "Kupeala is four days from Wardugu, the Mossi capital, whither the king of Asante often sends presents; and one month from Salak (Salaga), an Asante town, where they bring their cola-nuts."

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Barth was "a well-frequented market place of Mosi, and of greater importance than all the other towns of Mosi; the governor's name is Nabere Gager. The inhabitants are celebrated archers." Barth states that by the fifteenth day, or two days later, the caravans usually arrived at Wagadougou, but he tells us in a note that:

> Other people, in going slowly from Kulfela to Woghodogho, spend eight days on the road, sleeping the first night in Pashipanga, the second in Tangay, the third in Zorogo, the next in a place ruled by a man called Mane Bogonje, the fifth in another village called Tangay, and reach Woghodogho on the eighth. (Marc 1909 : 27)[2]

Finally, he reports that another spur of this caravan route ran from Tengkodogo to Sansanne Mangho, in what is now Togoland. This journey took five days.

The second caravan route described by Barth ran from Djibo, the capital of the province of Gilgohi or Jilgodi (about 60 miles south from Montdoro, 55 miles West-Southwest from Aribinda and 35 miles South-Southwest from Tinie) by way of Kaya, to Mane and finally to Wagadougou. A caravan leaving Djibo entered Kelbo, the first village of the territory of Mossi on the eighth day, but according to Barth the "border district in general is regarded as very unsafe." On the fourteenth day the caravan entered Kaya;

> ... an important place where several roads meet. And from Kaya the route went to Wagadougou by way of Boussouma, Mane and Yako. It took a caravan ten days to traverse it.[3]

The third major caravan route that Barth described lay entirely within Mossi country. It ran from Mane to "Yadega" (probably Wahigouya, the capital of the kingdom of Yatenga) by way of Yako, and it took a caravan eight days to travel it. The fourth caravan route lay between Mane and a place called Kong by way of Tema, Yako, La and other places. On the tenth day a caravan reached Kong;

> ... a large place, according to my informant, inhabited by Bambara. It can scarcely be identical with the well-known Kong, if the itinerary be correct; but nevertheless it may be the case.

The first day after the caravan left Kong to return to Mane, it

(2) Barth received fairly accurate information about the caravan routes, and Marc was impressed with his data. Nevertheless, Marc finds it impossible to believe that caravans took two days to travel the twenty-five miles between Tengkodogo and Koupela, and only two more days to travel the ninety odd miles from Koupela to Wagadougou. Barth obviously erred here, but the timetable he gives for those persons "going slowly" from Koupela to Wagadougou appears to be quite correct.

(3) It is highly unlikely that a caravan going to Wagadougou from Kaya would have gone through Mane and Yako unless the caravaneers were interested in tapping the resources of these two western towns before heading straight south to their destination.

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stopped at "Fura, a large market place." On the fourth day it stopped at Dullugu (probably present-day Doulougou), and on the fifth day at "Dakay [or Rakay] a place belonging to the territory of Mosi." Finally, on the thirteenth day it arrived at Mane.[4] The last caravan route that Barth reported ran from:

> Kaye to Belussa [Boulsa], and thence to Belanga [Bilanga] ... From Belussa a person on horseback reaches Belanga comfortably the second day, the great station between these two towns being Alitinga, still belonging to Mosi, and an important place, inhabited by Mosi and Hausa traders; but common native travellers generally halt twice between Belanga and Alitinga, in Nyennyega and Koburi [Kouri], and once between Alitinga and Belanga, in a Gurma village called Yamba.

The goods which these caravans carried appear to have varied a great deal. Barth met a Mossi caravan at Dori, southeast of Timbuktu, and reported that to this market:

> The people of Mosi bring chiefly their fine donkeys, which are greatly sought after; and a numerous body of people of the Sheikh A'hmedu, of Hamda-Ailahi, had left a few days before with a number of asses which they had brought here. Besides asses, the people of Mosi supply this market with gabaga [cotton strips] or tari, as the Arabs near Timbuktu call them, cotton being extremely cheap in their country, so that in the great market place of that country, especially in Kulfela [Koupela, but really at Pouitenga a few miles away] an indigo-colored shirt is not worth more than from 700 to 800 [cowry] shells ... Besides salt, cotton strips, dyed cloth, Kola nuts, corn, and asses, some copper manufactured chiefly into large drinking vessels is also brought into the market by the people of Mosi. However, I do not think they manufacture the copper vessels themselves, but bring them from Asanti. (Barth 1859 : III, 203–4)

Adolphe Krause, a German who was actually the first European to enter Mossi country, went through Wagadougou with a load of kola nuts destined for Timbuktu. He joined the caravan at Salaga on July 7, 1885, stopped at the Bere market in Mossi country during August, and then proceeded to their capital where he remained until October 26 before resuming his northward journey (Krause 1887–8).

Felix Dubois, who visited Timbuktu in 1895, gives us some information on the actual products which the Mossi traded there. He reported that the Mossi came to the market organized into caravans of oxen, donkeys and porters, and brought such commodities as livestock, millet, rice, manioc, peanuts, honey, kola nuts, peppers, dried onions, tobacco, dried fish, soap, iron, antimony, lead, cotton bands, straw hats, mats, jars, pots and calabashes. These goods the Mossi

(4) Barth's skill as a reporter is evident here. He is quite correct in disbelieving that the caravans could have reached Kong on the tenth day. Marc, 1900, agrees with Barth.

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traded for such articles as needles, mirrors, beads, coral and amber, tea, coffee, fezes, tailored robes, and most important of all, salt (Dubois 1899 : 292–304). Presumably, by the time Dubois reported on this trade, the Mossi had stopped trading slaves and eunuchs into this region, because we know from other sources that these people were sold through Timbuktu as far north as Algeria and Constantinople.[8]

The caravans which brought desert and northern goods into Mossi country collected grain, cotton cloth, livestock and slaves to be sold in the forest areas. Captain Lonsdale, an Englishman who visited Salaga in 1881 and gave a good description of its markets and traders, includes among the latter

> ... the Mossi with his cattle, sheep and slaves—these latter, generally Gurunsi, are not exposed for sale in the street or market, but can be seen where the owner resides. (Lonsdale 1882)

The extent to which the Mossi people themselves participated in all aspects of the caravan trade which crossed their country is far from clear. Barth, Lonsdale and Dubois all report that the Mossi were members of the caravans both in the forest zone and in Timbuktu, and my own informants agree with these reports. In contrast, however, both Marc and Tauxier believe that the Mossi were seldom the actual caravaneers. Marc declares that the Yarse

> ... are the most numerous group devoting itself to commerce in the region which we occupy. This is equally true of the Hausa, but probably only over the last years. Moors come sometimes from Dori as far as Wagadougou. One seldom meets Mande-Dioulas. As for the pure Mossi, it was only a short while ago that they themselves began to follow the caravans. (Marc 1909 : 170–71)

Similarly, Tauxier states that

> ... it is not the Mossi who do this [caravan] trading but the Yarse we know so well, and the Hausa settled in Mossi territory. Mossi trade, therefore, is not really Mossi, or at least it was not in the past. If it has now begun to be to some extent, it is thanks to the French settlement in the territory. (Tauxier 1912 : 538)

In the face of the early reports by Barth and others, how does one resolve the contradiction apparent in Tauxier's comments? These early travelers might have mistaken the Yarse for Mossi since these

(8) Marc, 1909 : 170–171. "We met in Mossi country two natives who, when children, had been seized [as slaves] and led through Timbuktu as far as Algeria ... The commerce in slaves was doubled among the Mossi by commerce in eunuchs. Mossi country was one of those rare countries where people knew how to make them, and the Moro Nabas exported with great profit as far as Constantinople those whom they had had mutilated."

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175 people have become Mossicized in language and culture, but it is
437 doubtful whether they would have taken the Hausa for Mossi. The
441 true Mossi may have played a minor role in the caravan trade, but I am certain that they took part in it and that they did so before the French conquest of their country.

175 There is little doubt that the Mossi traded with the caravans that
437 passed *through* their country. Crozat, who visited Moro Naba Wobogo
439 six years before the conquest, reported that the king

[649] ... appeared to have had some business relations with white merchants who came up to Salaga every dry season. He sent horses to them in exchange for silver. He claims that he had no reasons to be pleased with their integrity and that the silver which they sent to him contained plenty of copper. It happens also that traders may come as far as Wagadougou, bringing merchandise of German origin. There was one of them on hand during my stay at Wagadougou. I was told that he was an important marabout, a shereef, perhaps an Arab or a Moor, for I was assured that he was very light in color. As was repeated to me several times, his relations with the king were limited to the solemn greetings on Fridays. He has never entered the royal hut in spite of being an important marabout. He was at Wagadougou for about three and one-half months, but he was compelled to return to the coast since the merchandise which he had brought was exhausted. He spoke no Mossi. (Crozat 1891)

The caravans which passed through Mossi country were well organized but seemed to have lacked the regularity which was characteristic of the trans-Sahara ones. Those caravans coming from the north were apparently more regular since they had to await the coming of the great trans-Sahara caravans, which brought them salt and other
[366] valuable merchandise. Those coming from Salaga and points south
[221] traveled at all times of the year, a fact which is corroborated by the voyage of Krauss, who arrived at the Bere market during August and the height of the Mossi planting season. This was a period of scarcity or "hungry period" as Krauss himself observed, and it is doubtful whether the Mossi had much to trade at this time. Nevertheless, caravaneers always found some trade goods at the larger Mossi market centers all through the year, even if only cloth and cotton bands.

[221] The main season for external trade in Mossi country came after the harvest. In the words of Marc, who served there shortly after the conquest:

Towards the end of the rainy season, in September or October, the
[341] Yarse begin to assemble the livestock in order to leave for the south. In certain large commercial centers like Kaya, Pouitenga, Dakay, one finds
[422] around this period the owners of livestock: Mossi chiefs, Fulani or rich natives, who are ready to sell their animals. People also assemble sheep of

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People also assemble sheep of the Mossi variety, which are very puny. The larger variety of long-haired Macina sheep are seldom exported. Once the livestock has been assembled, the chief of the caravan would also provide himself with cotton bands. This native fabric has often been described; it is commonly used on the caravan routes to pay for the food of the travellers. (Marc 1909 : 172)

Most of the caravans through Mossi country traveled as much as fifteen or twenty miles a day. They left at the first sign of dawn, traveled steadily until the heat became too intense, and then stopped to rest. They resumed their march when the sun was midway between the zenith and the horizon, and then stopped at some village or stream for the night. This schedule was followed on the next day if the caravan was far from a market center, but in the vicinity of a large market the caravan might remain stationary as many as six days while its merchants traded for more livestock or merchandise. This being the case, it is difficult to gauge how long it took the caravans to make the journey from Salaga in Ghana to Timbuktu. Our best data come from an analysis of Krauss' itinerary. He left Salaga with a caravan on July 7, 1885, heading north through Walwale, and arrived in Bere, a distance of some 250 miles (today's road mileage) towards the end of August. Famine delayed the caravan at Bere for some time, and he did not complete the 50 miles or so to Wagadougou until September 24. He remained in the Mossi capital until October 26, some thirty-two days, before his caravan headed north again through Tema, Yatenga and Bandiagara. Krauss does not tell us when he reached Douentza, some 400 miles northweast of Wagadougou, or how long he remained there, but on December 7, a few days after he had left Douenzta on the last 200- or 250-mile leg of his voyage to Timbuktu, the Moro Naba ordered him to return to Wagadougou. It is possible that it took Krauss' caravan some thirty-five odd days to make the trip from Wagadougou to Douentza. His return to Wagadougou took him only about thirty days, since he arrived there on January 7, 1886. He apparently had to wait some fifteen days there for a caravan going south, because he did not leave the Mossi capital until January 22, 1886 (Krause 1887–88). Judging from this itinerary, it probably took caravans between five and six months to travel from the forest zones to the desert, a distance of about a thousand miles at the most. This averages about six or seven miles a day, with the normal stops for rest and marketing, instead of the fifteen or twenty miles a day which the average caravan covered when it was on the road.

The caravans did not encounter many dangers or difficulties during their voyage. When the caravaneers had friends along the way they stopped at their friends' homes for the night, and when they camped in uninhabited places men were posted to protect the goods and livestock against marauding beasts and thieves.

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stock against marauding beasts and thieves. All caravaneers had to pay a tax to the local chiefs to cross their borders or to stop in their markets to trade. Binger reported that the caravans which passed through the market center of Wagadougou had to give the Moro Naba a share of their merchandise, aside from the presents which they gave to him. He also reported that the horse traders from the Yatenga, in the north of Mossi country, and the Hausa caravaneers, were sometimes forced to sell part of their wares to the Moro Naba at one-hundredth the purchase price (Binger 1892 : II, 292–300). Not all the caravaneers submitted to extortion, however, and at one period many of them traded with Mane instead of passing through Wagadougou where the tariffs were too high. On the other hand, the Mossi chiefs did not tolerate any trespassing on their territories by caravans that did not pay taxes. Those who tried to avoid doing so were subjected to attack by the mounted nobles *(nakomce)* on behalf of the district chiefs. Wise caravan leaders not only paid their taxes but established close relationships with the chiefs in order to receive adequate protection from some nobles who illegally attacked and looted the caravans.

It is impossible to know the actual volume of caravan trade which passed through Mossi country, but we can get a fairly good idea of it by examining the customs reports on goods crossing the border between Mossi country and the northern territories of the Gold Coast in the few years just following European conquest.[9] For 1901 and 1903 the official figures were:

TABLE 28A
Mossi Trade (1901–3)

Year	*Horses*	*Cattle*	*Sheep and Goats*	*Loaded Donkeys*	*Bales of Cotton Cloth*
1901	126	5,111	18,181	2,095	236
1903	196	6,624	30,892	4,294	369

Lucien Marc, who had the opportunity to check the volume of this trade for 1904 and 1905, guessed that about 16,000 cattle and 75,000 sheep and goats passed through the customs post in Mossi country. Furthermore, he believed that since

> ... the Mossi also supply in part the markets of Togoland and the market at Bondoukou [Ivory Coast], one can estimate at least an annual export of 20,000 cattle and 100,000 sheep or goats. The import of kola nuts is at least 500 tons. (Marc 1909 : 178)

(9) Great Britain Parliamentary Papers: Cd. 788–27, no. 357, Northern territories of Gold Coast, report of 1901 in Acc. and Papers, vol. LXIV 1902. Cd. 2238–6, no. 429, N.Ts of Gold Coast, report of 1903 in Acc. and Papers, 1904, and 1905, vol. LI.

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It is clear that the volume of this trade could not have been enlarged since the French conquest which, as we know, had disrupted Mossi society. Therefore our conclusion must be that it must have existed prior to the coming of the Europeans.

The caravaneers used cowries and cloth as trade currency and in some cases even bartered one type of commodity for another. Cowries appear to have been the chief currency used and came close to being used for all purposes. Evidence for the use of cloth as currency comes from Barth and Marc. Barth met a trader who had

> ... a good quantity of the gabaga, or cotton strips, of Mosi with him, which form the staple currency in the whole tract of country from Libta to Timbuktu, ten Dr'a being reckoned equal to one hundred shells. (Barth 1859 : III, 198)

The big rolls of cotton cloth which Marc saw being loaded by Mossi caravaneers were said by them to serve the purpose of buying food ("They are for eating") in regions where cloth was the necessary currency (Marc 1909 : 172 f.n.). The traders apparently resorted to barter whenever and wherever they could or when their currency was in short supply. This appears to have been the case when Binger visited the Mossi in 1888. Cowries were then in short supply and the people were using slaves, valued at 50,000 to 65,000 cowries apiece, to obtain goods. Horses could be bought for as many as two or four slaves apiece. Traders apparently kept the cowry equivalence in mind when using other commodities to barter with, but we cannot be sure of this since Binger himself, and not the traders, may have been conscious of the equivalence (Binger 1892 : II, 498).

The prices which the traders paid and received for their goods differed greatly from place to place, according to the season of the year and over a span of several years. The earliest price data are given by Barth for the 1850's:

> As regards Selga [Salaga], the district to which the Hausa traders go for their supply of this article, three points are considered essential to the business of the Kola trade; first, that the people of Mosi bring their asses; secondly, that the Tonawa, or natives of Asanti, bring the nut in sufficient quantities; and thirdly, that the state of the road is such as not to prevent the Hausa people from arriving. If one of these conditions is wanting, the trade is not flourishing. The price of the asses rises with the cheapness of the guro [kola nut]. The average price of an ass in the market of Selga is 15,000 [cowry] Shell: While in Hausa the general price does not exceed 5,000. But the fataki, or native traders, take only as many asses with them from Hausa as are necessary for transporting their luggage, as the toll, or

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fitto, levied upon each ass by the petty chiefs on the road is very considerable. From 5,000 to 6,000 guro, or kola nuts, constitute an assload.

Selga, the market place for this important article, being, it appears, a most miserable town, where even water is very scarce and can only be purchased at an exorbitant price, the merchants always manage to make their stay here as short as possible, awaiting the proper season in Yendi, a town said to be as large as Timbuktu, or in Kulfela, the great market place of Mosi; and they are especially obliged to wait in case they arrive at the beginning of the rainy season, there being no kola nuts before the latter part of the Kharif. The price of this nut in Timbuktu varies from 20 to 100 shells each, and it always constitutes a luxury; so that, even on great festivals, alms consisting of this article are distributed by the rich people of the town. (Barth 1859 : II, 364)

The other data we have on prices paid for goods come from the period between 1890 and 1910, at which time French francs had been introduced. At this time the official value of one franc was 1,000 cowries. Around 1904, a trader paid about 50 francs or 50,000 cowries for a head of cattle in Mossi country and sold it for about double the price at Salaga. With the proceeds of this transaction he bought kola nuts at the rate of one franc or 100 cowries per hundred. Thus with the sale of one cow a trader could obtain 10,000 kolas, these being valued at about 500 francs or 500,000 cowries in Mossi country and at 20 or 200 cowries each at Sarfere and Timbuktu (Marc 1909 : 173–4). At Timbuktu about this same period, 1895, traders could buy salt at about 30 francs for a slab weighing between 60 and 100 pounds and sell it for 45 francs at Sarafere, for 60 francs at Djenne, for between 70 and 80 francs at San, and "thus progressively more until they reached Mossi country" (Dubois 1899 : 276). In 1910, Mossi traders bought cattle for about 40 to 100 francs, horses for about 90 francs, donkeys for 25 francs, and so on, and sold these animals in Salaga for three times the prices. There they bought kolas at 2 Fr. 50 per thousand, and sold them at 20 per thousand at Leo on the Mossi border, 35 francs per thousand at Wagadougou, 50 francs at Wahigouya, 60 francs at Saravere, and 100 francs per thousand at Timbuktu. Here these traders bought bars of salt weighing about 75 pounds for between 10 and 12 francs a piece, and sold them for between 40 to 60 francs at Wahigouya, and for from 80 to 100 francs a piece at Dedougou and points as far down as Wagadougou (Tauxier 1917 : 221).

Not all the profit from this trade went into the pockets of the traders. We have the report of Binger that the chiefs, besides commandering the goods at less than one-hundredth their purchase price, received taxes on each caravan which passed through their territory.

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territory. This report is substantiated by Barth. Marc adds that the caravaneers had

> . . . a considerable amount of incidental expenses. Ten thousand kolas called for two asses or four porters for whom it was necessary to provide food during close to two months. Formerly there had been a certain number of local exactions to pay each time that the caravans crossed a new country. Now there are taxes on the caravans in the Gold Coast and also in French territory. It is also necessary to pay for ferryman who transports the livestock across the Volta [River]. There are risks, and occasionally cattle, fatigued by the trip, arrive in such bad shape that they are sold more cheaply than they had cost. Finally, the realization of profits is often difficult, the kola market being, in the commercial centers of the Mossi, subject to considerable fluctuations at the time when the caravans return. (Marc 1909 : 174)[7]

Sometimes the caravaneers made extensive use of middlemen and did not realize all the profits. Marc, who was stationed at the customs post at Leo on the Mossi border with the Gold Coast, wrote:

> The livestock is bought upon arrival by interpreter-brokers, middlemen between the butchers and the meat merchants, to whom the caravaneers are practically forced to resort. These men buy all the kola nuts brought by the forest natives, and control the market prices . . . These interpreter-brokers apparently speculate on livestock in a most curious way. They have scouts who go out to meet the caravans, sometimes two days' march to the north. These scouts attempt to alarm the travellers with tendentious remarks, until they are willing to cede their herds at a low price. Some times, at the height of the business season—that is, in January and February—the livestock prices may fluctuate by one hundred per cent within a few weeks. The Mande-Dioula vie in eloquence, the Yarse and Mossi in politeness, the Hausa in friendliness. In reality, there is here, an embryonic trading center, a veritable stock exchange, using extensively indigenous methods. ((Marc 1909 : 173)

According to most reports, all the larger market centers of Mossi country were like this.

Caravan centers, like all the lesser market centers in Mossi country, provided merchants not only with trading opportunities but also with occasions for conviviality after hectic days of travel. At Dakay south of Wagadougou, livestock traders found musicians, singers, and the most beautiful dancers in the country. And according to Marc, during the whole caravan season the market was abundantly furnished with beer (Marc 1909 : 175). But if the Mossi enjoyed themselves at

(7) Tauxier (1912 : 539) states that each porter was paid 35 francs for the thirty-five days of travels or at the rate of one franc per day. In addition a caravaneer spent about 300 cowries a day on food for each of his bearers.

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their own commercial centers, they acted quite differently outside their country. Dubois reports that at Timbuktu, "the great town of pleasure" with the freest morals in the Sudan, the merchants from Bamako, Djenne, Sansanding and Touat spent a great deal of money in pleasure and in gifts to the beautiful women, but the "Mossi did not waste their money and left as soon as they had finished their affairs" (Dubois 1899 : 292–300).

The days of the caravans are now over in Mossi country, even though large groups of traders carry on the traditional commerce in livestock, cotton, kola nuts, some dried fish, and salt. As soon as the French conquered th country they formulated plants to control the caravans. One of the earliest reports, for June 1899, reads:

> The country is calm and direct administration was established at Koupela, Mane, Yake . . . The Mossi trade is mainly with the English colony of the Gold Coast. It consists mainly of livestock, very plentiful in Mossi country, which is exchanged for merchandise from England; copper and material goods . . . Our task will be to discover the materials of the northern Ivory Coast which could be exchanged for cattle, and when this information is forthcoming we should be able to direct the caravans quite easily to the Ivory Coast. At the same time the English will see their provisions of cattle and sheep diminish. They will flood us less with their cotton cloth, with their glass beads, and with their kola nuts. In their place, the products of French manufacture can arrive to us through the Ivory Coast after being exchanged for the products of our colony there.[8]

These plans did not succeed. The Mossi still export a great deal of their products towards the forest zones of Ghana, including their "numerous laborers" which, according to Beauminy writing in 1919, were "the principal riches actually utilizable in Mossi country". (Beauminy 1919 : 71–78). The migrants themselves are, in a sense, the greatest traders in contemporary Mossi society.

PRESENT-DAY TRADE

There is a constant flow of goods between Mossi country and the Ivory Coast and Ghana. Much of the trade to the former region is in the hands of the large commercial companies and as such is beyond the purview of this paper. What is of interest here is the trade which is conducted by the ordinary people. A great deal of this trade is highly unorganized and the result of one or two men, or as many as five men, joining together to trade goods to and from Ghana and the Ivory Coast. The types of goods sent down to these two areas are the same as those traded in pre-European times.

(8) Unpublished document in the archives of *Institut Français d'Afrique Noire*, Wagadougou, Voltaic Republic.

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When one asks the Mossi directly, "what is a market?" the response to this question is: "A market is a place where people meet to buy and sell. People travel from one market place to another market place, and on the way they stop and see their friends in other villages. In the market one often meets and drinks with one's friends. People also go to distant markets to find things which they do not grow themselves or which cannot be found in their own markets."

Lending support to the Mossi contention that markets are places where one goes to buy and sell is the fact that most important markets in their country are found at the intersections of well-traveled routes. These intersections are often the places where chiefs have their capitals or compounds and this leads to the further idea that there is a connection between chiefs and markets, if only because the power of the chiefs makes markets possible. This does not mean, however, that the market is a purely physical entity which can only exist under the aegis of a chief, or that it is a purely economic institution. First of all, some markets, especially the smaller ones, are moved periodically without too much difficulty. Secondly, and of great importance, is the fact that whenever and wherever there is a large gathering of Mossi there is a "market." Indeed one can say that Mossi seldom come together in large numbers without coming to a market, or without creating one. It appears that the Mossi cannot interact with one another in any circumstance without also exchanging goods of some kind. For example, when a pagan chief holds the annual festival to his ancestors, the people who attend form a market in the vicinity of his compound. In those districts where the chiefs have become Christians and celebrate their birthdays rather than the traditional ancestors' rites, the people go to pay them homage and also "make a market." Similarly, whenever there is a funeral of an important chief, the people from the surrounding villages or even districts bring commodities to his hamlet and hold a market during the ceremony. On Christmas day, 1955, the people of Manga district "moved their market" about 500 yards to the Catholic Mission grounds where the Christians were celebrating their holiday. And after celebrating the prayers of Ramadan, the Moslems and their pagan townsmen repair to the markets to spend the rest of the day.

Most Mossi markets are inaugurated with religious ceremonies except those which develop by accretion—that is, by more and more persons coming voluntarily to trade. When a chief orders that a market be created or when a market is moved from one place to another place for any reason, the chief is the person who gives the order for the ceremony to be performed. First of all he speaks to his Raga Naba (market chief), usually a non-Mossi slave, about the need for the market or the desirability of changing its location. This man then consults a *teng-*

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178 436 437 175 435 Cowries used to be chief medium of exchange in Mossi markets until the Europeans arrived. In addition the people bartered specific goods for other products. The prices of goods in these markets fluctuated from time to time. Prices were highest during the planting season when most goods were scarce, and lowest during the harvest periods, but we have little precise information about the prices of goods in the traditional markets. Even Barth's information is too sketchy to deal with. Our first reliable data come from Tauxier, whose writings cover the first decade (1896-1906) of the conquest. Using the then official rate of one franc equals 1,000 cowries, the prices of a few representative products were: horses, 40 to 100 francs (40,000 to 100,000 cowries); cattle, 30 to 40 francs (30,000 to 40,000 cowries); chickens, 250 cowries; guinea fowls, 250 to 300 cowries; hides, 3,000 cowries; pottery jars, 300 cowries; cotton trousers, 200 cowries; baskets, 1,500 cowries; and locust-bean balls, 100 cowries (Tauxier 1912 : 466 ff.).

Mangin, whose work covers the period from about 1910 to 1913, when the value of the franc was lowered to one franc equals 700 to 800 cowries, lists the approximate prices for the following goods; "Millet, 0.02 franc a kilogram; rice, 0.10 franc a kilogram; *fabirama*, 0.05 franc a kilogram; shea butter, 0.50 franc a kilogram; milk butter, 1.50 francs a kilogram; peanuts, 0.07 franc a kilogram; peanut oil, 0.50 franc a liter; one jar of ordinary millet beer, containing about six to eight liters, 0.20 franc; one jar of strong millet beer *(tose)*, containing about six to eight liters, 0.40 franc; hydromel *(bese)*, 0.15 franc a liter; chicken, 0.40 franc; average goat, 3 to 4 francs; large goat, 8 to 10 francs; average sheep, 3.50 francs for a ram, 4 francs, for an ewe; large sheep, 8 to 10 francs; donkey, 25 to 30 francs; horse, 150 francs; small cow (no hump), 50 francs; zebu cow, 70 francs; goat skin, 0.30 franc; cow skin, 1 franc; salt bars, from 1.50 to 2 francs a kilogram; kola nuts, from 0.03 to 0.10 franc apiece; one hoe, about 0.60 franc; cloth: strip of white cloth, 0.05 franc, about 0.60 franc a cubit; white blanket, 2 francs; indigo-dyed blanket, 3 francs; striped blanket, 4 francs; medium-sized shirt, 2.50 francs" (Mangin 1921 : 53). In dealing with these prices, a number of things should be kept in mind: first of all, these prices fluctuated very much during the year; secondly [436] they varied from region to region within the country; and thirdly, although these prices are given in francs during this period, it was still possible to use cowries to buy a large number of the products.

177 436 [437] [438] Enormous changes have taken place in the Mossi economic and exchange systems over the decades following the studies of Tauxier and Mangin. Even before, but certainly after World War I, the French pressure on the Mossi to pay taxes in francs finally resulted

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use one type of currency rather than another. For example, a petty trader often buys a package of European cigarettes for 20 francs C.F.A. in the Wagadougou market for retail in the local markets. Here he sells some individual cigarettes at the price of two for 5 francs C.F.A., some at two for 3 old-fashioned francs (making a total of about 21 francs C.F.A.). The vendors are fully aware of this profit differential, but make no attempt to insist on one currency over the other. Furthermore, they appeared indifferent when I suggested that I planned to take advantage of the price differential which I suspected in the two systems. It appears that they believe it would be a waste of time to try to obtain the profit differential.

Barter as a form of exchange had just about disappeared from the larger markets in Mossi country, but it exists alongside the use of currency in the local markets, especially in connection with foodstuffs and other vegetable commodities. People tend to resort to barter when they wish to exchange a specific product for another. Thus, a woman who normally sells rice for currency sometimes will suddenly refuse to accept money and insist on exchanging the rice for cotton or peanuts. The bartering then takes the form of a half-calabash of rice for a half-calabash of either peanuts or cotton, depending upon which products are desired. This equivalence seems always to be maintained regardless of the currency value of rice, cotton, or peanuts at the market on the day in question. For example, a woman who was looking for persons with whom she could exchange peanuts for rice and she refused to sell peanuts to me. I asked why she would not sell the peanuts and then take the money and buy rice with it. She said that if she did so, she would suffer a dual loss: first, in selling the peanuts, each valued at 100 cowries (one-half franc of unofficial currency) for 5 francs. I counted the nuts, which amounted to about 120, and then asked for the customary *lenga* (bonus) and received 36 more peanuts worth 1.5 franc. On the next market day I observed that peanuts were not being sold but only bartered for cotton which was being sold. I decided to test the system. I bought 2 old-fashioned francs' worth of cotton at 100 cowries a ball, and took them over to the woman bartering peanuts for cotton. She accepted the balls of cotton, measured them in a calabash, and then gave me the same volume of peanuts in exchange. I counted the nuts and discovered that I had received some 200 nuts for only 2 francs. When I discussed this experiment with some of the people, they admitted knowing about this practice and said that they did this at times. I then suggested that it would be possible to manipulate the system to one's advantage, but was again greeted with a show of indifference by most of my auditors. One man eventually said that I would lose because prices changed.

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changed. I remain ignorant of what the real facts are, but still suspect that it may be possible to speculate on the system.

Barter is very specific in Mossi markets in the sense that not every product can be bartered against every other product. Some days rice would be bartered for cotton, and on other days only for peanuts and vice versa. It is not possible either to exchange vegetable produce for livestock, even though livestock may be exchanged for livestock. Sometimes people take chickens or guinea hens to market to exchange for goats or sheep, and often these animals are exchanged for young cattle. What is not at all clear, however, is whether or not the people see the value of the things exchanged in terms of currency value, or in terms of some value which has no reference to the European currency system. The ordinary people in the markets, like ordinary people everywhere, are not concerned with these problems as long as they believe that they are conducting their commercial activities with equity and are deriving satisfaction from them.

The most significant feature of all the Mossi markets is the segregation of certain merchants into certain areas. The makers and sellers of one product are found only in one part of the market, and anyone wishing to buy or sell these products must go to the place where they are traded. The other type of segregation is by reference to the trader's place of origin. For example, a woman who sells beer would be found in the section of the market where beer is sold, but she would be found sitting with her back towards the village or facing toward the direction from which she came. There are often some variations on this pattern. For example, if there are a large number of traders with one type of product, they will form a large open circle in which each person will sit with his or her back towards the point of origin. Inside of this circle, and separated by a few feet, would be another circle of people selling another product with their faces toward the general direction from which they came. Sitting with their backs to the people of this circle would be other people forming another circle and selling one type of product. These people would have their backs towards the region from which they came. When the group of persons selling one type of product is very small, they may form a small circle in a corner of the market with their backs towards their points of origin. All of these patterns often exist simultaneously in Mossi markets, but it is obvious that two basic configurations prevail. One configuration is in terms of goods, and facilitates trading. The other configuration is a social one and facilitates the social interaction which is an integral part of the Mossi market. This seating pattern makes it easier to find one's friends, to converse and drink with them, to find someone through whom to send mes-

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443 571 sages to specific villages, to find the help needed in the event of a fight, and finally to find an escape route by which one can leave in the event of trouble.

443 463 563 The vendors in the larger markets of Mossi country include Yoruba, Hausa and other ethnic groups, many of whose members were born in Mossi country and have never visited the land of their fathers. The lives of these people are usually centered around the markets; where the markets are held every day, many of the men, women and children of these foreign groups spend almost all of their lives at the [439] markets. In marked contrast to the Mossi, they usually sell products of foreign provenience, whether African or European, and seldom deal in the local products. These vendors are tolerated by the Mossi and are valued for their commerce, but are always regarded as outsiders. And as outsiders the markets do not belong to them, but only to the Mossi. Even so, the Mossi do not really like the larger markets. 443 829 True, one can buy all kinds of wonderful goods on the large markets, but to the Mossi, a market is more than a place where one goes to buy and sell, even though everyone who goes there tries to do some of both.

443 462 438 439 There is a marked division of labor among the vendors in a Mossi market—a division which can be seen at its best on the local markets. Here only the women sell cooked food, beer, millet, rice, peanuts, shea-butter, tobacco, and all of the other locally grown vegetables and vegetable products, except cotton which may also be sold by a man. In contrast, women do not sell such local products as cotton cloth, hemp, jewelry, iron implements and leather goods, which are the province of the men. Only men may butcher and sell animals and meat in the market. And they alone control the commerce in foreign food articles such as salt and dried fish. Both men and women sell the valuable imported kola nut, but only men sell goods of European manufacture such as cigarettes, matches, sugar, mirrors and so on. [857] Small girls sell calabashes of water to everyone, and small boys wander through the market selling single cigarettes, bundles of a few matches, single lumps of sugar, chickens and guinea fowls, and skewers of roasted meat.

443 437 432 There is little competition about someone else having "stolen" a customer. The reason for this is mainly that every person in the market is a potential customer of everyone else. Normally, a buyer simply moves from seller to seller sampling the goods if that is possible (some unscrupulous men can even get drunk in the process of "sampling" beer) and trying to get the best bargain. No seller would think of running after a customer, and customers seldom, if ever, move away from a vendor in the hope that he would be called back to be sold the article at a lower price.

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to be sold the article at a lower price. The result is that the pace of commerce in a Mossi market is somewhat relaxed, but the lack of intense competition prevents a great deal of hositility and quarreling among the market people.

The amount of small trading which takes place in a Mossi market is fantastic, so much so that one gains the impression that some people trade simply for the sake of trading. Everyone tries to get money so that he or she can buy some desired object, but it is impossible for one to obtain a clear idea of what kind of profit, if any, people make from their commerce. In fact, the idea of a profit does not seem to be important when people are selling their own products. Most people only think about profit when they buy things to resell—whether these things are of African or European manufacture. This, incidentally, is one of the reasons why the prices of foodstuffs are about 10 per cent lower in the country districts than at Wagadougou, and concommitently, why imported products are 10 to 20 per cent higher in the rural districts than at Wagadougou where they are bought. When a woman takes such products as cotton, beans or millet to market, she may gross about 100 francs in the course of the day. But out of this she may give a few francs to her husband to buy kola nuts, a few francs to her daughter to buy a plastic necklace, and spend the rest for a cotton skirt, a piece of meat and condiments for her sauces. Men whose wives do not bring many goods to market must usually give them about 100 francs to spend on the various products the family needs. There are no official restrictions on the kinds of goods which may or may not be sold in the Mossi markets. In pre-European times slaves and eunuchs were the common stock-in-trade of the major markets and of some of the smaller ones as well. The only active supervision that existed and still exists concerns the butchering of meat. Every person who sells meat in the market must exhibit the skin of the butchered animal in a public place so that there will be no question as to the ownership of the animal. If the meat in question is the remains of a cow killed and half-eaten by a lion, then the village or district chief must be notified before the meat enters the market. The person in charge of this task used to be, and often still is, a man called the Kos Naba, a kind of sales chief. He also formerly doubled as a tax collector for the rulers and chiefs. Another official, the Raga Naba, where he still exists, is more concerned with protecting the lives and property of the people who trade at the markets, but he also supervises the sale of some commodities there and formerly also collected taxes for his superior.

In pre-European times, every important Mossi prince and district chief had the counterpart of a Kos Naba and Raga Naba, to collect taxes in their markets.